



## **CHAIRMAN'S ADDRESS**

### **BNE Enterprise 2024 AGM – 22 October 2024**

Good morning everyone, and welcome to the BNE Enterprise 2024 AGM.

In our tenth year of operation, it is with a sense of confidence and optimism that I report on another strong year for BNE Enterprise, the not-for-profit membership body representing the Airport catchment area.

This past year has seen sustained membership retention, based on our capacity to deliver value for our members.

#### **Highlights include:**

- Maintaining our membership numbers;
- A balanced financial position;
- Enhanced brand awareness;
- A strategic review of the BNE Enterprise business; and
- An increase in sponsorship and engagement among our members.

#### **Membership**

Since last year's AGM in September 2023, our membership has fallen slightly from 54 to 48 members, due mainly to businesses no longer operating within the airport precinct, along with feedback highlighting the increasing levels of financial hardship being felt by small-to-medium businesses in the past year. We now proudly welcome 16 Gold, 10 Silver, and 22 Associate members.

We are committed to growing our membership as we collectively focus on the next decade of development, particularly as we look toward the Brisbane 2032 Olympic and Paralympic Games.

This growth aligns with Brisbane Airport Corporation's \$5 billion development pipeline, which will transform the region with a new terminal, expanded commercial and transport capabilities, and the addition of 10,000 new jobs over the next decade.

Our focus over the next twelve months will be to strategically target on-airport operators, who will join BAC on the airport expansion journey to 2032.



## **Board Updates**

As with any dynamic organisation, BNE Enterprise has experienced a steady turnover in its leadership. I would like to thank our departing Directors for their invaluable contributions:

- Stephen Beckett, Head of Public Affairs, Brisbane Airport Corporation;
- Fiona Head, Head of Strategy, Brisbane Airport Corporation.

The Brisbane Airport Corporation (BAC) and BNE Enterprise met earlier this to discuss our continuing relationship. BAC was a foundation member of BNE Enterprise and has been a strong supporter over the past decade delivering on the needs of airport businesses and suppliers to the airport. While BAC continue to financially support BNE Enterprise as a founding corporate member, they will now take a step back from board-level duties, instead ensuring that its Executive General Managers and CEO would actively contribute through event attendance and acting as panellists at our regular Business Breakfasts.

We acknowledge the invaluable contribution that BAC Board Members have made to BNE Enterprise development over the past decade and look forward to the continuing mutually beneficial relationship over the next decade and beyond.

I would like to extend my thanks to our current board members James Cooper, Rohini D'Souza, Joe Berryman, Mia Barnard and Wade Easton for their continuing contributions to reshape our organisation following our 2023 Strategic Review.

With such talented individuals on board, I am confident that BNE Enterprise is well-positioned to tackle the challenges and seize the opportunities that lie ahead.

## **Financial Services Partnership Transition**

I would like to take a moment to acknowledge the contributions of our outgoing accounting and advisory partner, Bailiwick Accounting, led by David Larman.



Their guidance through a critical period of growth, particularly in the two years following the pandemic, has been invaluable. We now welcome Watson Watt, led by Director Nathan Watt, as our new accounting services partner, and look forward to working with his team during this next exciting phase.

## Events and Engagement

This past year, we continued to deliver a variety of successful events, offering our members the opportunity to network, share knowledge, and engage with high-profile industry leaders.

We've hosted a record 11 events since our last AGM, the most ever achieved in a 12-month period for BNE Enterprise.

Key events included:

- **October 2023:** BNE Enterprise Chairman's Dinner with Craig O'Shannessy, former strategy coach to Novak Djokovic;
- **October 2023:** BNE Enterprise Golf Day at Royal Queensland Golf Club;
- **November 2023:** Business Breakfast with Lord Mayor Adrian Schrinner and Brisbane Airport CEO Gert-Jan de Graaff;
- **December 2023:** BNE Enterprise Christmas Thanks & Cheers function at Golf Central;
- **January 2024:** BNE Enterprise Australian Open Executive Tour;
- **February 2024:** BNE Enterprise Speakeasy at Golf Central with special guest FIRE EMT Managing Director Garry Dawson;
- **March 2024:** Business Breakfast: Aviation & Tourism Taking Flight in Queensland with BAC EGM Aviation Ryan Both, QTIC CEO Brett Fraser and Chair Elsa D'allessio and BEDA CEO Anthony Ryan;
- **June 2024:** Business Breakfast: BEDA State of the City - BNE Alive with Opportunity with BEDA CEO Anthony Ryan, ASM Global CEO Harvey Lister, Dept of Environment, Science & Innovation Deputy DG Lea Diffey and Fortitude Valley Music Hall Director John JC Collins;
- **July 2024:** BNE Enterprise Speakeasy at Golf Central with special guests from Golf Central James Cooper and Green Beacon Richard Shrosbery;
- **August 2024:** BNE Enterprise Chairman's Dinner with Opposition Minister for Transport and Main Roads Mr Steve Minnikin;



- **October 2024:** Business Breakfast: Strength in Diversity for QLD Aviation & Tourism with Virgin Australia GM People Samantha Carlton, Flight Centre Business Leader Employee Experience Rachel Alaimoana, BAC EGM People Culture and Governance Jane Dionysius and Griffith Aviation's Professor of Aviation Tim Ryley;

A highlight included our first ever executive tour to Melbourne for the Australian Open, to meet with Tennis Australia senior executives for a Chairman's Dinner, a tour of the stadium infrastructure providing insights on sustainability at major global sporting events, as well as attending a Quarter Final.

Importantly we delivered on our goal, exceeded our previous year's business breakfasts, from two to four, as per our commitment at the 2023 AGM.

A special thanks to our event partners, sponsors, directors, and members for their unwavering support in making these high-quality events possible.

### **Strategic Shift**

Thanks to inputs from our board, expertly facilitated by BAC's Head of Strategy Fiona Hood, late last year BNE Enterprise embarked on an in-depth strategic review of the business.

We determined that although the Enterprise provided meaningful engagement for the airport business community and its suppliers, our focus in 2024/25 should be to primarily support the attraction of more on-airport members.

We engaged Prodigy Plus, led by Wade Easton, to support Atlas Alliance in driving this change, with a number of enhancements to our collateral, membership engagement and marketing of potential on-airport members.

This represents a significant investment in our future and one that I look forward to reporting on at our 2025 AGM.



## Financial Strength

I am pleased to report that BNE Enterprise remains financially robust. Our net position has remained steady, and we continue to adjust to the prevailing winds of economic change. The support of our key partners - Bailiwick Group, Gadens Lawyers, and Atlas Alliance - has been instrumental in maintaining our strong foundation. I would especially like to acknowledge:

- David Larman from Bailiwick Group for accounting services
- Sandra Camilleri from Gadens for legal and secretariat services
- Doug Pye, Julianne Waters and Rebecca Rough from Atlas Alliance for communications, events, marketing, and membership services.

Their ongoing contributions have been critical to our success, and I thank them on behalf of the Board.

## Looking Ahead

At last year's AGM, I predicted that 2024 would be our most exciting year yet and I believe we that we have achieved that. However, I am now even more confident in saying that the coming year will surpass it. The opportunities ahead are immense, and with the collective strength of our members, partners and Board, I am excited for what lies ahead.

Thank you all for your ongoing commitment to BNE Enterprise.

Together, we are well-positioned for even greater success in the year to come.

A handwritten signature in black ink, appearing to read 'Rob Hunter', is written over a faint, light blue circular watermark.

Rob Hunter  
Chairman  
22 October 2024